

real estate term sheet template

real estate term sheet template is an essential document used in the early stages of a real estate transaction to outline the key terms and conditions agreed upon by the parties involved. This template serves as a preliminary agreement that sets the framework for negotiating a more detailed and legally binding contract. Understanding how to effectively use and customize a real estate term sheet template can streamline the transaction process, minimize misunderstandings, and protect the interests of all parties. This article will explore the components of a typical real estate term sheet template, its benefits, and best practices for drafting and using one in various real estate deals. Additionally, it will provide guidance on important clauses and considerations to ensure clarity and enforceability.

- What is a Real Estate Term Sheet Template?
- Key Components of a Real Estate Term Sheet Template
- Benefits of Using a Real Estate Term Sheet Template
- How to Customize a Real Estate Term Sheet Template
- Common Clauses Included in Real Estate Term Sheets
- Best Practices for Drafting and Using a Real Estate Term Sheet

What is a Real Estate Term Sheet Template?

A real estate term sheet template is a standardized document used to outline the preliminary terms and conditions between buyers, sellers, or investors in a real estate transaction. It is not a legally binding contract but serves as a memorandum of understanding that guides the negotiation process. The term sheet typically includes essential deal points such as purchase price, payment terms, contingencies, and timelines. This document helps parties reach consensus on fundamental issues before investing time and resources into drafting a comprehensive purchase agreement or lease.

Purpose and Function

The primary purpose of a real estate term sheet template is to provide clarity and alignment among parties at the outset of a transaction. It functions as a roadmap that highlights the key deal elements and facilitates efficient communication. By documenting the main terms early, it reduces the risk of disputes and expedites the negotiation process. Moreover, the term sheet can serve as a reference for attorneys and stakeholders when preparing the definitive agreements.

Key Components of a Real Estate Term Sheet

Template

A well-crafted real estate term sheet template includes several critical elements that define the scope and expectations of the transaction. These components ensure that all parties understand their rights and obligations clearly.

Essential Elements Included

- **Parties Involved:** Identifies the buyer, seller, landlord, tenant, or investor participating in the deal.
- **Property Description:** Specifies the address, legal description, and details of the real estate involved.
- **Purchase Price or Rent:** States the agreed-upon amount for the transaction or lease payments.
- **Payment Terms:** Details the method, schedule, and conditions for payment.
- **Due Diligence Period:** Defines the timeframe for inspections, appraisals, and other investigations.
- **Contingencies:** Lists conditions that must be satisfied for the deal to proceed, such as financing or zoning approvals.
- **Closing Date and Procedures:** Establishes the expected date of closing and the required documentation.
- **Confidentiality and Exclusivity:** Outlines any restrictions on sharing information or negotiating with other parties.

Benefits of Using a Real Estate Term Sheet Template

Utilizing a real estate term sheet template offers several advantages that contribute to smoother and more efficient real estate transactions. It helps align expectations, reduce misunderstandings, and accelerate deal closure.

Advantages for Buyers and Sellers

- **Clarity:** Clearly defines the key deal points upfront, minimizing ambiguity.
- **Efficiency:** Speeds up negotiations by providing a structured format for discussion.
- **Risk Management:** Identifies contingencies early, allowing parties to address potential issues.

- **Cost-Effectiveness:** Reduces legal fees by simplifying the drafting process of the definitive agreement.
- **Professionalism:** Demonstrates intention and commitment, fostering trust between parties.

How to Customize a Real Estate Term Sheet Template

Customizing a real estate term sheet template ensures that the document accurately reflects the specific details and requirements of a transaction. Tailoring the template to suit the nature of the deal and the parties' needs is critical to its effectiveness.

Steps for Personalization

1. **Identify Transaction Type:** Adjust the template based on whether the deal involves a sale, lease, joint venture, or investment.
2. **Incorporate Specific Terms:** Add or modify clauses to address unique conditions, such as environmental assessments or zoning restrictions.
3. **Define Timelines:** Set clear deadlines for due diligence, contingencies, and closing to avoid delays.
4. **Clarify Roles and Responsibilities:** Specify obligations of each party, including who is responsible for inspections, permits, or repairs.
5. **Include Legal Language:** Use precise and unambiguous wording to reduce interpretation risks.

Common Clauses Included in Real Estate Term Sheets

Real estate term sheets typically contain a variety of clauses that establish the foundational terms of the transaction. These clauses outline the parties' intentions and the framework for the final agreement.

Standard Clauses to Consider

- **Exclusivity Clause:** Prevents parties from negotiating with others during the term sheet validity period.
- **Confidentiality Clause:** Ensures that sensitive information exchanged remains confidential.
- **Financing Contingency:** Allows the buyer to back out if financing is not

secured.

- **Inspection Clause:** Provides the buyer with the right to inspect the property within a specified period.
- **Termination Clause:** Defines the conditions under which the term sheet or deal can be terminated.
- **Non-Binding Clause:** Clarifies that the term sheet is not a legally binding contract, except for specified provisions.

Best Practices for Drafting and Using a Real Estate Term Sheet

Effective drafting and utilization of a real estate term sheet template can greatly improve transaction outcomes. Adhering to best practices ensures clarity, fairness, and legal soundness.

Tips for Successful Implementation

- **Be Clear and Concise:** Use straightforward language to avoid confusion or misinterpretation.
- **Consult Legal Professionals:** Engage real estate attorneys to review the term sheet for compliance and risk mitigation.
- **Review and Update:** Regularly revise the template to reflect changes in laws, market conditions, or transaction types.
- **Maintain Flexibility:** Allow room for negotiation and amendments as the deal progresses.
- **Communicate Openly:** Ensure all parties fully understand the terms before signing the term sheet.

Frequently Asked Questions

What is a real estate term sheet template?

A real estate term sheet template is a document that outlines the key terms and conditions of a real estate transaction or investment, serving as a preliminary agreement between parties before drafting a formal contract.

Why is using a real estate term sheet template important?

Using a real estate term sheet template helps streamline negotiations by

clearly defining the deal's main points, reducing misunderstandings, and saving time before finalizing detailed legal agreements.

What key elements are typically included in a real estate term sheet template?

Typical elements include property description, purchase price, payment terms, contingencies, closing date, due diligence period, representations and warranties, and conditions precedent.

Can a real estate term sheet template be legally binding?

Generally, a real estate term sheet template is non-binding and serves as an outline of terms, but certain provisions like confidentiality or exclusivity clauses can be binding if specified.

Where can I find a reliable real estate term sheet template?

Reliable templates can be found on legal document websites, real estate professional organizations, or created by consulting with real estate attorneys to ensure compliance with local laws.

How do I customize a real estate term sheet template for my deal?

Customize by adjusting the template to reflect the specific property details, financial terms, timelines, contingencies, and any unique conditions relevant to your transaction.

What are common pitfalls to avoid when using a real estate term sheet template?

Common pitfalls include overlooking critical terms, assuming the term sheet is a final contract, failing to specify timelines clearly, and not consulting legal counsel to review the document.

How does a real estate term sheet differ from a purchase agreement?

A term sheet is a preliminary document outlining key deal points and intentions, while a purchase agreement is a detailed, legally binding contract that finalizes the transaction terms.

Can a real estate term sheet template be used for both residential and commercial properties?

Yes, term sheet templates can be adapted for both residential and commercial real estate transactions by modifying specific terms relevant to the property type.

Is it necessary to have a lawyer review a real estate term sheet template?

Yes, having a lawyer review the term sheet is advisable to ensure that terms are clear, legally sound, and protect your interests before proceeding to a formal agreement.

Additional Resources

1. *Mastering Real Estate Term Sheets: A Comprehensive Guide*

This book provides an in-depth look at real estate term sheets, explaining each clause and its implications. It offers practical templates and examples to help investors and developers draft clear and effective agreements. Readers will gain the confidence to negotiate term sheets that protect their interests and pave the way for successful deals.

2. *The Real Estate Investor's Term Sheet Handbook*

Focused on the needs of real estate investors, this handbook breaks down complex legal jargon into easy-to-understand language. It includes customizable term sheet templates tailored to different types of transactions, from residential to commercial properties. The book also covers common pitfalls and negotiation strategies to maximize deal value.

3. *Negotiating Real Estate Term Sheets: Strategies and Templates*

This title delves into the art of negotiation within real estate transactions, emphasizing the role of term sheets. It offers detailed strategies for crafting term sheets that balance risk and reward, along with sample templates. Readers will learn how to anticipate counteroffers and structure terms to achieve favorable outcomes.

4. *Real Estate Development Term Sheets: Templates and Best Practices*

Designed for developers and project managers, this book focuses on term sheets specific to real estate development projects. It outlines best practices for drafting clear agreements that define roles, responsibilities, and financial terms. The included templates help streamline the early stages of project financing and partnerships.

5. *The Essential Term Sheet Template Collection for Real Estate Professionals*

This collection compiles a variety of term sheet templates suitable for different real estate transactions, including leasing, sales, and joint ventures. Each template is accompanied by explanations and tips for customization. It serves as a practical toolkit for agents, brokers, and legal professionals.

6. *Real Estate Finance and Term Sheets: A Practical Approach*

Bridging finance and legal aspects, this book explains how term sheets fit into the broader context of real estate financing. It covers key financial terms, funding structures, and the role of term sheets in securing investment. Sample templates and case studies help readers understand how to craft financially sound agreements.

7. *Term Sheet Templates for Commercial Real Estate Deals*

Targeting commercial real estate transactions, this book provides specialized term sheet templates for leases, purchases, and joint ventures. It emphasizes the unique considerations in commercial deals, such as zoning, tenant improvements, and operating expenses. The guide helps professionals create clear and enforceable term sheets.

8. *Legal Essentials of Real Estate Term Sheets*

This book focuses on the legal framework surrounding real estate term sheets, highlighting key clauses and their enforceability. It explains how to avoid common legal pitfalls and ensure compliance with local regulations. The book also includes annotated template examples to illustrate best legal practices.

9. *Real Estate Term Sheets Made Simple: Templates and Explanations*

Aimed at beginners, this title simplifies the process of understanding and creating real estate term sheets. It breaks down each section of a typical term sheet with plain-language explanations and easy-to-use templates. This book is ideal for first-time investors, agents, and anyone new to real estate contracts.

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Real Estate Term Sheet Template: Secure Your Next Deal with Confidence

Are you tired of losing lucrative real estate deals because of poorly defined agreements? Do confusing legal jargon and missed deadlines leave you stressed and vulnerable? Negotiating complex real estate transactions can be a minefield, but it doesn't have to be. This comprehensive guide provides you with the tools and knowledge to navigate these challenges successfully. Avoid costly mistakes and protect your interests with a clearly defined, legally sound term sheet.

This ebook, "Real Estate Term Sheet Mastery: A Practical Guide to Structuring Winning Deals," equips you with a ready-to-use term sheet template and the expert knowledge to confidently approach any real estate transaction.

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Introduction: Understanding the Importance of Term Sheets in Real Estate

A real estate term sheet is a non-binding agreement outlining the key terms and conditions of a proposed real estate transaction. While not legally binding in itself, it serves as a crucial roadmap for both buyer and seller, providing a clear understanding of the deal's structure before significant time and resources are invested in formal legal documentation. Think of it as a detailed, preliminary handshake—a critical step that prevents misunderstandings and potential disputes down the line. The term sheet lays the foundation for the definitive purchase agreement, minimizing the risk of costly negotiations and potential deal failures. Ignoring this crucial step can lead to significant financial losses, wasted time, and damaged relationships. This introductory chapter will emphasize the significance of a well-structured term sheet in mitigating these risks and setting the stage for a successful transaction. We'll explore how it protects both parties' interests, clarifies expectations, and streamlines the overall process. This foundation is critical before delving into the specifics of creating and utilizing an effective term sheet.

Chapter 1: Key Components of a Real Estate Term Sheet: A Detailed Breakdown

This chapter provides a comprehensive breakdown of the essential components typically included in a real estate term sheet. We'll examine each element in detail, explaining its purpose and importance. This includes:

Property Description: A precise legal description of the property, including address, legal parcel ID, and any relevant easements or rights-of-way. Ambiguity here can lead to significant disputes. We will explore best practices for accurate and unambiguous property identification.

Purchase Price: The agreed-upon price for the property, clearly stated and unambiguous. We'll discuss various payment structures and contingencies.

Earnest Money Deposit: The amount of the deposit, the terms of payment, and where the funds will be held (escrow account). Understanding the implications of earnest money forfeiture is crucial.

Financing: Details regarding financing, including the type of loan (conventional, FHA, etc.), loan amount, interest rate, and lender pre-approval (if applicable). This section needs to clearly outline any contingencies related to financing.

Due Diligence Period: The timeframe allotted for the buyer to conduct due diligence investigations

(inspections, title searches, environmental reviews). We will examine the importance of clearly defined due diligence rights and limitations.

Closing Date: The target date for closing the transaction. Realistic timelines are critical and unforeseen delays should be accounted for.

Contingencies: Conditions that must be met before the transaction can proceed. Common contingencies include financing, appraisal, inspection, and title. This section requires careful consideration to avoid ambiguity.

Representations and Warranties: Statements made by the buyer and seller about the property and the transaction. These statements are crucial in defining responsibilities and potential liabilities.

Assignment and Novation: Provisions addressing the permissibility of assignment of rights and obligations to third parties.

Governing Law: The jurisdiction whose laws will govern the agreement and any potential disputes.

This chapter will provide practical examples and best practices for drafting each of these sections clearly and concisely, minimizing the risk of misinterpretation.

Chapter 2: Negotiating Key Terms: Price, Deposit, Due Diligence, and Closing

This chapter focuses on the art of negotiation concerning the critical components of the term sheet. We will provide actionable strategies for effectively negotiating price, deposit amounts, due diligence periods, and closing dates. We'll discuss various negotiation tactics, including collaborative approaches and strategies for handling challenging situations. Understanding the market value, comparable sales, and potential risks associated with the property are vital for successful price negotiations. Similarly, negotiating an appropriate earnest money deposit requires a balance between demonstrating buyer seriousness and protecting the buyer's investment. The duration of the due diligence period should be sufficient for thorough investigation while ensuring the seller's reasonable expectations are met. Finally, we'll discuss the importance of establishing a realistic and achievable closing date. Real-world examples and case studies will illustrate best practices in navigating these crucial negotiations.

Chapter 3: Understanding Legal and Financial Implications

This chapter delves into the legal and financial implications of the terms outlined in the term sheet. We'll cover essential legal considerations, including contract law principles, disclosure

requirements, and potential liabilities for both buyers and sellers. We will highlight the importance of legal counsel in reviewing and interpreting the term sheet. Additionally, we'll explore the financial aspects, including tax implications, mortgage considerations, and potential costs associated with the transaction. Understanding the financial implications upfront prevents unexpected costs and ensures a smoother closing process. This chapter will also address the differences between a binding contract and a non-binding term sheet, a crucial distinction for all parties involved.

Chapter 4: Avoiding Common Pitfalls and Mistakes

This chapter focuses on identifying and avoiding common mistakes made in drafting and negotiating real estate term sheets. We'll examine real-life scenarios illustrating how ambiguous language, overlooked contingencies, and inadequate due diligence can lead to costly disputes and failed transactions. This includes examples of poorly defined clauses and their potential consequences. We'll offer practical advice on how to mitigate these risks through careful drafting and proactive negotiation. By highlighting these common pitfalls, we aim to equip readers with the knowledge to navigate complex transactions with greater confidence and minimize the likelihood of errors.

Chapter 5: Using the Template: A Step-by-Step Guide

This chapter provides a practical, step-by-step guide to using the provided real estate term sheet template. We'll walk you through each section, explaining how to fill in the relevant information accurately and completely. We will also offer tips and best practices for ensuring the template aligns with the specific circumstances of each transaction. This hands-on approach will allow readers to confidently apply the template to their own real estate deals. Clear instructions and practical examples will ensure a smooth and efficient process.

Chapter 6: Real-World Examples and Case Studies

This chapter presents real-world examples and case studies to illustrate the practical application of real estate term sheets. We'll analyze successful transactions and those that went awry due to poorly defined agreements or inadequate negotiation. These case studies will highlight the importance of clear, concise language, and the benefits of a well-structured term sheet in mitigating risks. Learning from others' experiences is invaluable in preventing future mistakes.

Chapter 7: Adapting the Template to Different Transaction Types

This chapter provides guidance on adapting the provided template to various types of real estate transactions, including commercial properties, residential properties, land sales, and lease options. Each type of transaction presents unique challenges and requires tailored approaches. We will provide examples of how to modify the template to address the specific needs and complexities of each scenario. This adaptability makes the template a versatile tool suitable for diverse real estate transactions.

Conclusion: Securing Your Success in Real Estate Negotiations

The conclusion reiterates the importance of a well-structured real estate term sheet in achieving successful outcomes. It summarizes the key takeaways from the book and encourages readers to use the template and strategies presented to enhance their negotiating skills and minimize potential risks. It underscores the long-term benefits of clear communication, proactive negotiation, and the utilization of a legally sound term sheet template.

FAQs

1. Is a real estate term sheet legally binding? No, a term sheet is generally not legally binding unless explicitly stated as such. It serves as a preliminary agreement outlining the key terms.
2. Who should prepare a real estate term sheet? While you can create your own, it's recommended to have a real estate attorney review or prepare the term sheet to ensure legal accuracy and protection.
3. What happens if we can't agree on all terms in the term sheet? If you can't reach an agreement, it's a sign the deal may not be feasible. Consider renegotiating or walking away.
4. How long should a due diligence period be? The length varies depending on the complexity of the property and transaction, but typically ranges from 30 to 60 days.
5. Can I use this template for commercial real estate? The template can be adapted for commercial transactions, but specific commercial clauses might need adjustments.

6. What if the appraisal comes in lower than the agreed-upon price? This is a common contingency. The buyer may renegotiate, walk away, or seek financing adjustments.
7. What are the consequences of breaching a term sheet? While not legally binding, breaching a term sheet can damage trust and may lead to legal disputes later.
8. Can I use this term sheet for a lease-option agreement? Yes, with necessary modifications to reflect the unique aspects of a lease-option.
9. Where can I find legal assistance for reviewing a term sheet? Consult with a qualified real estate attorney in your jurisdiction.

Related Articles:

1. Understanding Real Estate Due Diligence: A comprehensive guide to the due diligence process, including inspections, title searches, and environmental reviews.
2. Negotiating Real Estate Prices Effectively: Tips and strategies for achieving favorable pricing in real estate transactions.
3. Real Estate Contract Law Essentials: A basic understanding of contract law principles as they apply to real estate.
4. Common Real Estate Closing Costs: A breakdown of the various costs associated with closing a real estate transaction.
5. How to Choose a Real Estate Attorney: Guidance on selecting a qualified attorney to represent your interests.
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9. The Importance of a Title Search in Real Estate: A detailed explanation of the role and significance of a title search in ensuring clear ownership.

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Conti, Peter Harris, 2022-03-29 Make your money work for you with sound commercial real estate investment strategies If you're looking for more detailed advice on the commercial real estate market than, Buy low, sell high, you've come to the right place. Commercial Real Estate Investing For Dummies is where you can find the smart, straightforward, and accurate info you need to get your start—or grow your portfolio—in commercial real estate. You'll learn foundational strategies, tips, and tricks for investing in all sorts of commercial properties, from apartments to shopping malls. You'll also get rock-solid advice on: How to get started in commercial real estate investing, even if you've never tried it before How to work with business and investment partners and protect your own interests with contracts Financing your investments with a variety of instruments and taking advantage of legal tax opportunities Growing wealth by investing in real estate is a strategy as old as money itself. Do yourself a favor and get in on the action with this straightforward and up-to-date guide!

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such as the Nasdaq or S&P 500 index, most investors are unfamiliar with the REIT industry, and wary of investing without adequate background. This book gets you up to speed on the essentials of REIT investing so you can make more informed—and profitable—decisions. Understand REITs processes, mechanisms, and industry Calculate key metrics to identify suitable companies Access historical performance tables and industry-specific terminology Identify publicly-traded REITs quickly and easily REITs have consistently outperformed many more widely known investments. Over the past 15-year period, for example, REITs returned an average of 11% per year, better than all other asset classes. Since 2009, REITs have enjoyed positive returns; large cap stocks and cash are the only other classes that paralleled that record. Even in 2015, a 'year of fear' related to rising rates, REITs returned 2.4%, beating most all other asset classes. REITs have a long history (over fifty years) of performance, and have entered the big leagues. If you feel like you've been missing out, don't keep missing out. Prepare yourself, and your portfolio, to benefit from the demand for REITs that have followed the creation of a Real Estate GICS sector. The Intelligent REIT Investor gives you the information you need to invest wisely and manage your real estate risk effectively. By maintaining a tactical exposure in the brick and mortar asset class, investors should benefit from the information contained in The Intelligent REIT Investor. Join the REIT world and look forward to owning stocks that will help you to sleep well at night.

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consistently touted as the safest and most profitable ways to invest. According to real estate guru Ken McElroy, that's because financial publications, tv and radio programs make the bulk of their money from advertising paid for by the very companies who provide such mainstream financial services. On the other hand, real estate investment is something you can do on your own--without a large amount of money up front. Picking up where he left off in the bestselling ABC's of Real Estate Investing, McElroy reveals the next essential lessons and information that no serious investor can afford to miss. Building on the foundation of real estate investment 101, McElroy tells readers: How to think--and operate--like a real estate mogul How to identify and close expert deals Why multifamily housing is the best real estate investment out there How to surround yourself with a team that will help maximize your money How to avoid paying thousands in taxes by structuring property sales wisely Important projections about the future of real estate investment

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the positions under different legal systems Develop an international perspective on cash flows and financing agreements Use powerful tools to structure financing and gauge its effects on property financing The success of a real estate investment is dependent upon optimal financing, and a mere bird's eye view of the topic does not fully prepare investors for issues ahead: Property Finance provides a knowledge-based approach to real estate investment, detailed information and powerful tools.

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Capital Financings puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs' businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you'll discover what it takes to make your way through it.

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They settled in the Hudson Bay area of New York, migrated to what is now Berks County, Pennsylvania (1723), the St. Louis area of Missouri (1852), the Black Hills of South Dakota (1878) and finally to Texas (1909). His great-grandfather was killed by the Indians on a cattle drive (1880) from Fort Reno, Wyoming to the ranch that he and his two brothers owned on the Belle Fourche River north of Deadwood, and is buried on Johns Avenue in Moriah Cemetery in Deadwood near the grave sites of Wild Bill Hickok and Calamity Jane. A product of this strong pioneer background, the author recounts his own experiences and lessons learned from life and his colorful multiple careers, including: From birth in Winters, Texas (pop. 1000), being raised in Snyder, Texas (pop. 3000) to retirement in Houston, Texas, the nations fourth largest city. From early negotiations, during depression years at six years of age, of a deal with a rancher to sheer his pet goat and buy its wool for \$1 per cutting to becoming a partner and president of a multiple-dealership retail automotive chain selling, for example, more Honda automobiles in Houston, Texas, than any other competitor, and subsequently negotiating the sale of its Houston dealerships to Roger Penske of United Auto Group. From naming his pet goat for his local Methodist minister in Winters to multiple audiences with Pope John Paul II in Rome and at his summer residence at Castel Gandolfo, receiving a treasured papal rosary and later a papal appointment as a Knight of The Equestrian Order of the Holy Sepulchre of Jerusalem, the only religious order under the protection of the Holy See, and membership therein considered one of the highest papal awards conferred upon clergy and laity alike. From the rank of Bobcat in the Cub Scouts to the rank of Eagle Scout in the Boy Scouts of America. From salutatorian of the Class of 1948 at Snyder High School to Doctor of Jurisprudence, summa cum laude of the Class of 1958 at the University of Texas School of Law, with a pit-stop at the University of Texas School of Business, graduating in the Class of 1952 with a BBA degree majoring in public accounting. From beginning his legal career as an associate with his law firm in 1958 to obtaining partnership status within three years and then becoming a senior partner-included in the firms name-with membership on its three-person Executive Committee. He was President-Elect of his bar association at the time of his retirement from the active practice of law. From buck private in the USMC, entering OCS in 1952 during the Korean Conflict, to a company commander when separated from active duty in 1954, obtaining the rank of captain. In addition to sharing the details of the authors adventures in these activities, the reader also has the opportunity to learn the key reasons and elements for success as the author discloses, based upon his experiences, achievements and leadership roles, HOW-TO-DO-IT philosophies, including: How to study law at a major law institution based upon a hands-on and time-tested approach. How to avoid costly legal and business mistakes based upon valuable insights on how juries think, illustrated from actual cases tried by the author--he lost only two of approximately 145 jury decisions during his nineteen-years in the active practice of law. How to acquire an insight into the art of negotiating business deals--acquisitions, mergers and other buy-sell transactions--as related by the author in the context of actual transactions.

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acknowledges that the unique way you show up in the world will impact your negotiations in all sorts of surprising ways ... and that this can, in fact, be a good thing. Because when you show up prepared and proud of who you are, you'll reap the rewards. *Be Who You Are to Get What You Want* is a masterclass in how to engage in effective, sympathetic and successful negotiation while retaining your identity.

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